



OWNER/USER OPPORTUNITY

HILLTOP CENTER

9,590 SF Office/Retail

2920 HILLTOP MALL RD. RICHMOND, CA

EXECUTIVE SUMMARY

CBRE Inc., as the exclusive advisor to the seller, is pleased to bring to market the opportunity to acquire Hilltop Center, located at 2920-2928 Hilltop Mall Rd, Richmond, Ca. Hilltop Center is a 14,570 sf Office/Retail complex, comprised of two buildings on two separate parcels. The property offers stable tenants, excellent visibility and signage as well as an unequaled location across from the Hilltop Mall, now known as Hilltop By The Bay, a 1.2 million square foot shopping center under redevelopment.

Hilltop Center is currently leased to two long term tenants that occupy 100% of the rear building. The front and most visible building is available and demised for multiple tenants, owner/user, or can be combined to offer one space measuring 9,590 sf.

Strong Submarket Fundamentals

Hilltop Center is one of the only available Office or Retail properties in direct proximity to the redevelopment of Hilltop By The Bay.

Outstanding Yields

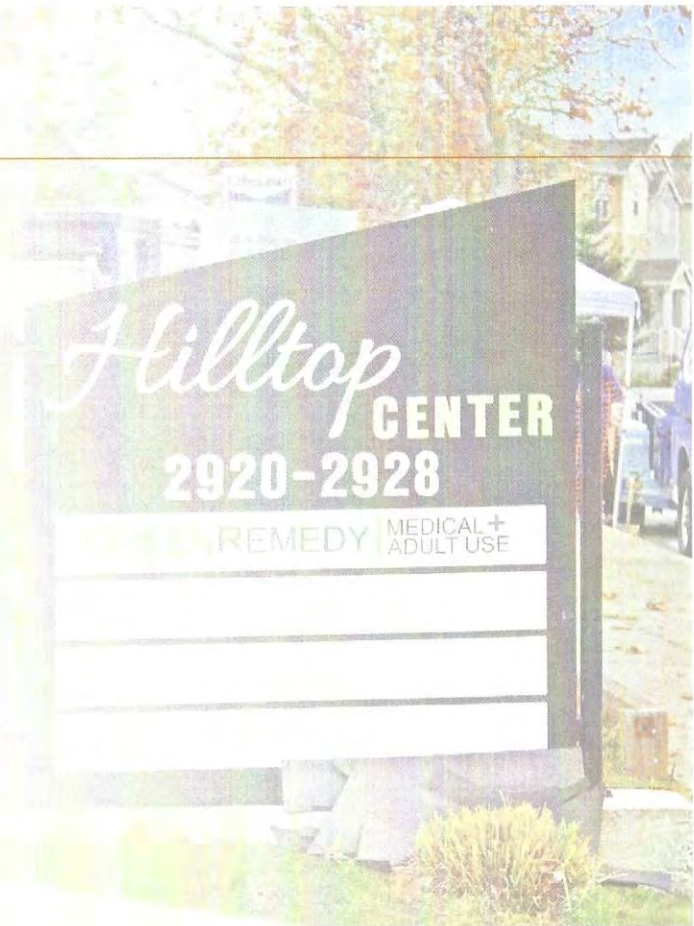
The property generates strong cashflow and offers an attractive upside. At only 34% occupancy, current in place NOI is \$210,000 with long term leases from a licensed cannabis tenant.

Rental Upside

Opportunity to almost double the rental income with lease up of the currently vacant space. See projections provided on page 10.

Discount to Replacement Cost

Current cost to replace the land and existing improvements are estimated to be substantially higher, thus providing the new owner substantial rental protection.



PROPERTY SUMMARY



Address:	2920 Hilltop Mall Rd	Number of Buildings:	1
City:	Richmond	Floors:	1
County:	Contra Costa	Parking Ratio:	3.4/1,000
Parcel Number:	405-302-012-1 (A)	Current Zoning:	CM-5 Commercial Mixed-Use, Activity Center
Net Rentable Area:	±9,590 SF	FAR	0.17
Land Acres Common Area:	1.20		
Year Built/Renovated:	2006/2014		

NET OPERATING INCOME

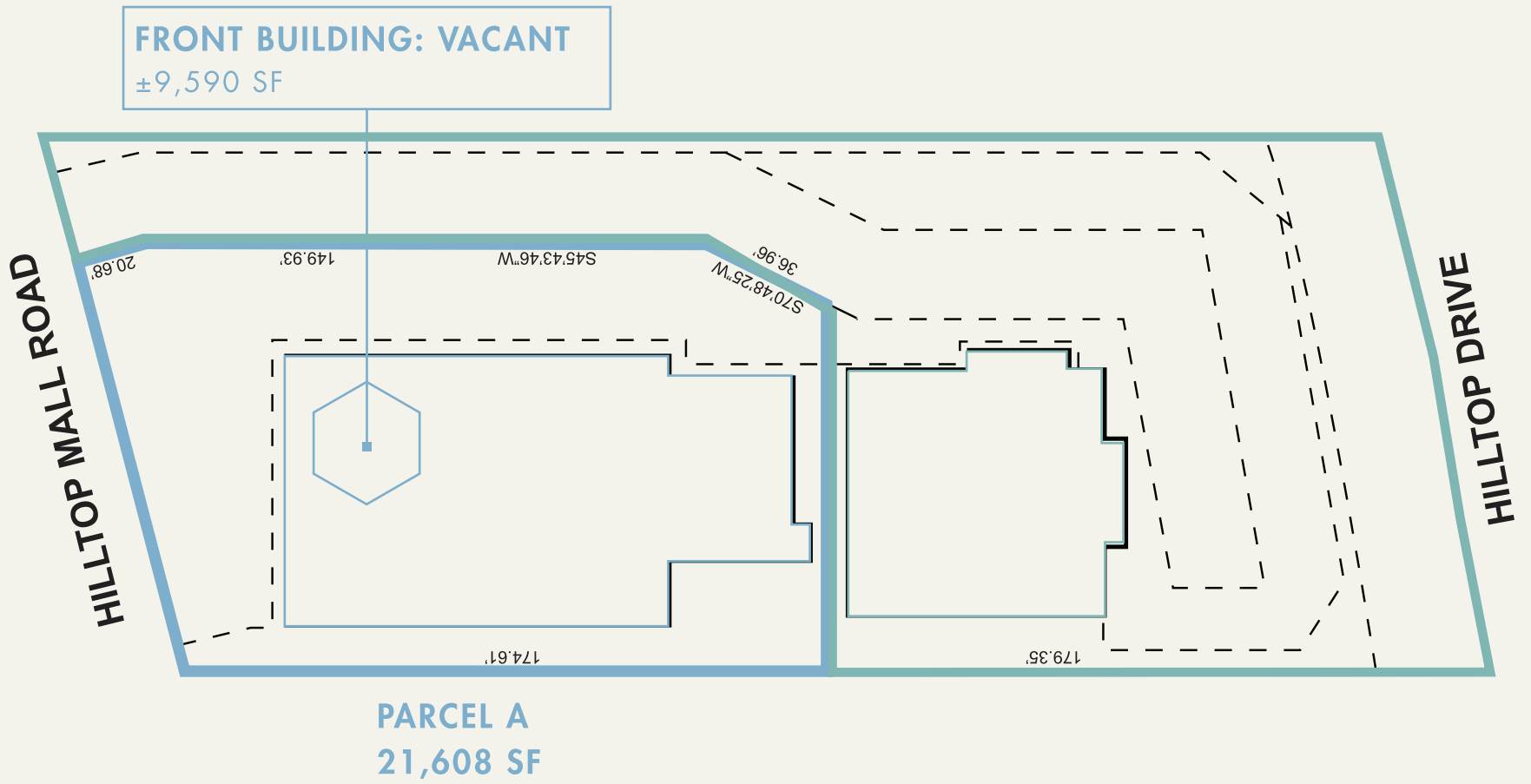
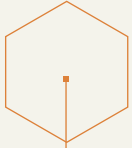
	Month Ending 1/31/19	Month Ending 2/28/19	Month Ending 3/31/19	Month Ending 4/30/19	Month Ending 5/31/19	Month Ending 6/30/19	Month Ending 7/31/19	Month Ending 8/31/19	Month Ending 9/30/19	Month Ending 10/31/19	Month Ending 11/30/19	Month Ending 12/31/19	Totals
Rental Revenue													
Base Rent Income	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	17,500.00	210,000.00
CAM Reimbursement	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	4,000.00	48,000.00
Other Tenant Reimbursement	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Rental Revenue	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	258,000.00
Total Revenue	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	21,500.00	258,000.00
Operating Expenses													
Utilities													
Electricity & Gas	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	310.00	3,720.00
Water & Sewer	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	110.00	1,320.00
Total Utilities	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	420.00	5,040.00
Insurance													
General Liability Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-
Property Insurance Expense	-	-	-	-	-	8,890.00	-	-	-	-	-	-	8,890.00
Total Insurance	-	-	-	-	-	8,890.00	-	-	-	-	-	-	8,890.00
Property Taxes													
Real Estate Taxes	-	14,272.57	-	-	-	-	-	-	14,415.30	-	-	-	28,687.87
Total Property Taxes	-	14,272.57	-	-	-	-	-	-	14,415.30	-	-	-	28,687.87
Property Improvements													
Plumbing	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Property Improvements	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Property Expense													
Landscape Maintenance	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	2,700.00
Repairs and Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Property Expense	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	2,700.00
Other Operating Expense													
Property Management Services	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	645.00	14,917.57	645.00	645.00	645.00	9,535.00	645.00	645.00	645.00	15,060.30	645.00	645.00	45,317.87
Net Operating Income	20,855.00	6,582.43	20,855.00	20,855.00	20,855.00	11,965.00	20,855.00	20,855.00	20,855.00	6,439.70	20,855.00	20,855.00	212,682.13

RENT ROLL

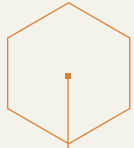
SUITE	TENANT	SQUARE FEET	% OF PROPERTY	LEASE TERM		RENTAL RATES				
				BEGIN	END	BEGIN	MONTHLY	PSF	ANNUALLY	PSF
A100	Tenant A	1,580	10.84%	Feb-2016	Feb-2026	Current	\$3,900	\$2.47	\$46,800	\$29.62
						Feb 2021	\$4,290	\$2.72	\$51,480	\$32.58
A101	Tenant B	3,400	23.34%	Feb-2016	Feb-2026	Current	\$13,600	\$4.00	\$163,200	\$48.00
						Feb-2021	\$14,960	\$4.40	\$179,520	\$52.80
B101	VACANT	1,500	10.30%	Jun-2019	May-2024	Jun-2019	\$2,250	\$1.50	\$27,000	\$18.00
						Jun-2020	\$2,318	\$1.55	\$27,810	\$18.54
						Jun-2021	\$2,387	\$1.59	\$28,644	\$19.10
						Jun-2022	\$2,459	\$1.64	\$29,504	\$19.67
						Jun-2023	\$2,532	\$1.69	\$30,389	\$20.26
B102	VACANT	1,500	10.30%	Jun-2019	Jun-2024	Jul-2019	\$2,250	\$1.50	\$27,000	\$18.00
						Jul-2020	\$2,318	\$1.55	\$27,810	\$18.54
						Jul-2021	\$2,387	\$1.59	\$28,644	\$19.10
						Jul-2022	\$2,459	\$1.64	\$29,504	\$19.67
						Jul-2023	\$2,532	\$1.69	\$30,389	\$20.26
B103	VACANT	6,590	45.23%	Aug-2019	Jul-2024	Aug-2019	\$9,885	\$1.50	\$118,620	\$18.00
						Aug-2020	\$10,182	\$1.55	\$122,179	\$18.54
						Aug-2021	\$10,487	\$1.59	\$125,844	\$19.10
						Aug-2022	\$10,802	\$1.64	\$129,619	\$19.67
						Aug-2023	\$11,126	\$1.69	\$133,508	\$20.26
							\$17,500	\$3.51	\$210,000	\$42.17
TOTALS / AVERAGES		14,570		WEIGHTED-AVERAGE LEASE TERM REMAINING: 6.83 Years						
OCCUPIED SqFt		4,980	34.2%	WEIGHTED-AVERAGE LEASE TERM LAPSED: 3.17 Years						
VACANT SqFt		9,590	65.8%	WEIGHTED-AVERAGE LEASE TERM FROM INCEPTION: 10.00 Years						
TOTAL SqFt		14,570	100.0%							

WEIGHTED-AVERAGE LEASE TERM REMAINING:	6.83 Years
WEIGHTED-AVERAGE LEASE TERM LAPSED:	3.17 Years
WEIGHTED-AVERAGE LEASE TERM FROM INCEPTION:	10.00 Years

[1] The calculation of total "Percentage Above/(Below) Market Rent" only includes existing tenants as noted in this schedule.







Located adjacent to the highly anticipated redevelopment of Hilltop By The Bay (formerly Hilltop Mall), 2920 Hilltop Mall Rd ensures the ownership of high tenant demand, increasing rents and getting into the market at the beginning stages of the transformation.



Hilltop By The Bay is quickly evolving to emerge as a super-regional walkable, mixed-use village that will bring this trade area a new, vibrant and flourishing community destination with shopping, dining, entertainment, office, as well as a hotel and 3,500+ residential units (planned).

PRIME EAST BAY LOCATION

Prominently located in a prime traffic corridor off Interstate 80 in Richmond, CA, just 20 miles northeast of San Francisco, Hilltop By The Bay is easily accessible via major roadways and public transportation. In addition, a 28-minute ferry service now connects the center to Downtown San Francisco, promising to further drive demand for office, retail and residential growth as well as greatly increase opportunities for consumer footsteps.



LBG Real Estate Companies (LBG) acquired Hilltop Mall, now known as Hilltop By The Bay, in July of 2017 and is proudly transforming the asset to become a contemporary live, dine and shop destination for the East Bay region.

Inspired by the property's second-to-none location on a 77-acre site, advantageously positioned and entitled to serve a dynamically growing region, reimagination efforts include a unique and culturally-curated remerchandising strategy; major interior and exterior renovation work; new and dynamic wayfinding; and the updating of community gathering spaces. LBG's investments in the project will result in the revitalization of The Shops at Hilltop, a core component of the Hilltop By The Bay masterplan.



OUTLET &
VALUE RETAIL



DINING



ENTERTAINMENT



OFFICE USE



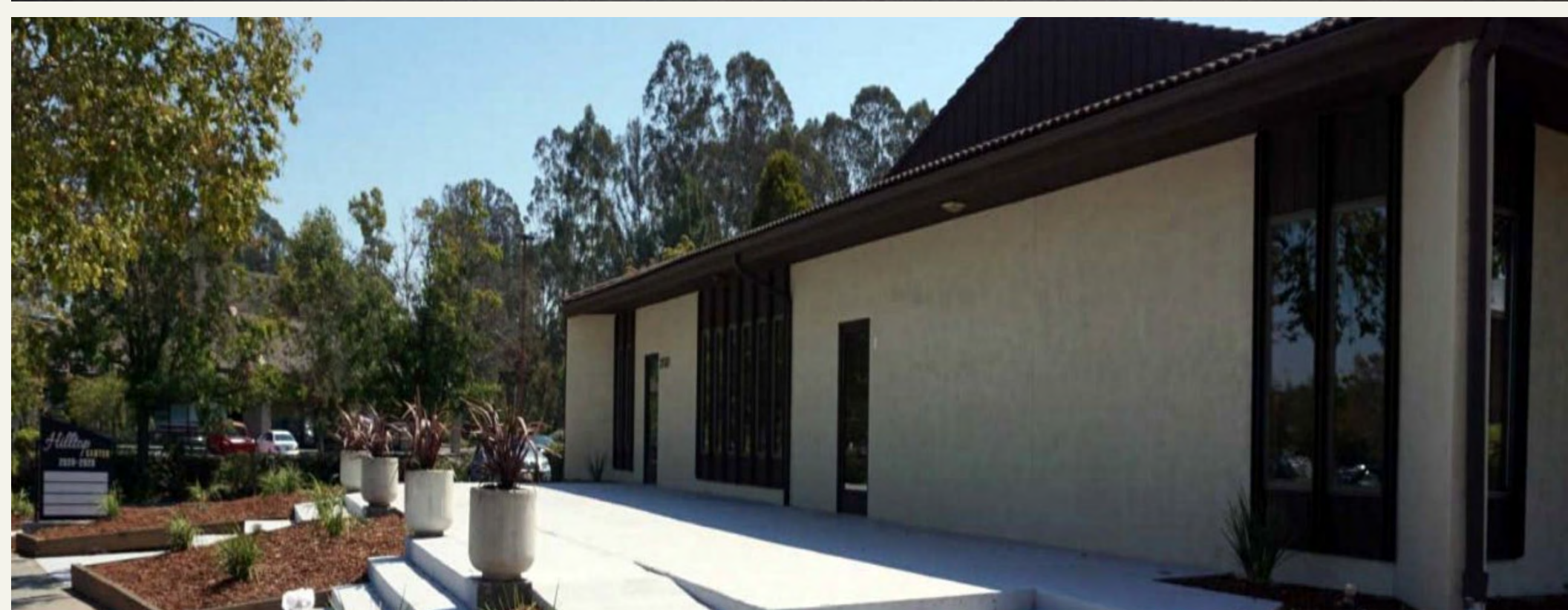
HOTEL

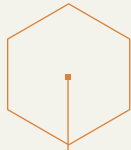


3,500+
RESIDENTIAL UNITS

HILLTOP BY THE BAY IS ZONED FOR UP TO 16.7 MILLION SQUARE FEET OF OCCUPIED BUILDING AREA







DEMOGRAPHIC BRIEF / 2920*2928 HILLTOP MALL RD

POPULATION	1 MILE	3 MILES	5 MILES
2018 Population – Current Year Estimate	22,261	136,205	234,701
2023 Population – Five Year Projection	23,341	141,916	245,222
2010 Population – Census	20,691	128,261	219,807
2000 Population – Census	18,066	123,494	211,380
2010–2018 Annual Population Growth Rate	0.89%	0.73%	0.80%
2018–2023 Annual Population Growth Rate	0.95%	0.82%	0.88%

HOUSEHOLDS

2018 Households - Current Year Estimate	7,859	44,644	80,212
2023 Households - Five Year Projection	8,210	46,328	83,453
2010 Households - Census	7,357	42,463	75,879
2000 Households - Census	6,335	41,008	72,709
2010-2018 Annual Household Growth Rate	0.80%	0.61%	0.68%
2018-2023 Annual Household Growth Rate	0.88%	0.74%	0.80%
2018 Average Household Size	2.79	3.01	2.90

HOUSEHOLD INCOME

2018 Average Household Income	\$79,658	\$83,889	\$93,153
2023 Average Household Income	\$95,225	\$100,503	\$110,626
2018 Median Household Income	\$58,891	\$62,397	\$67,152
2023 Median Household Income	\$68,624	\$74,728	\$78,876
2018 Per Capita Income	\$27,837	\$28,029	\$32,271
2023 Per Capita Income	\$32,909	\$33,325	\$38,066

HOUSING UNITS

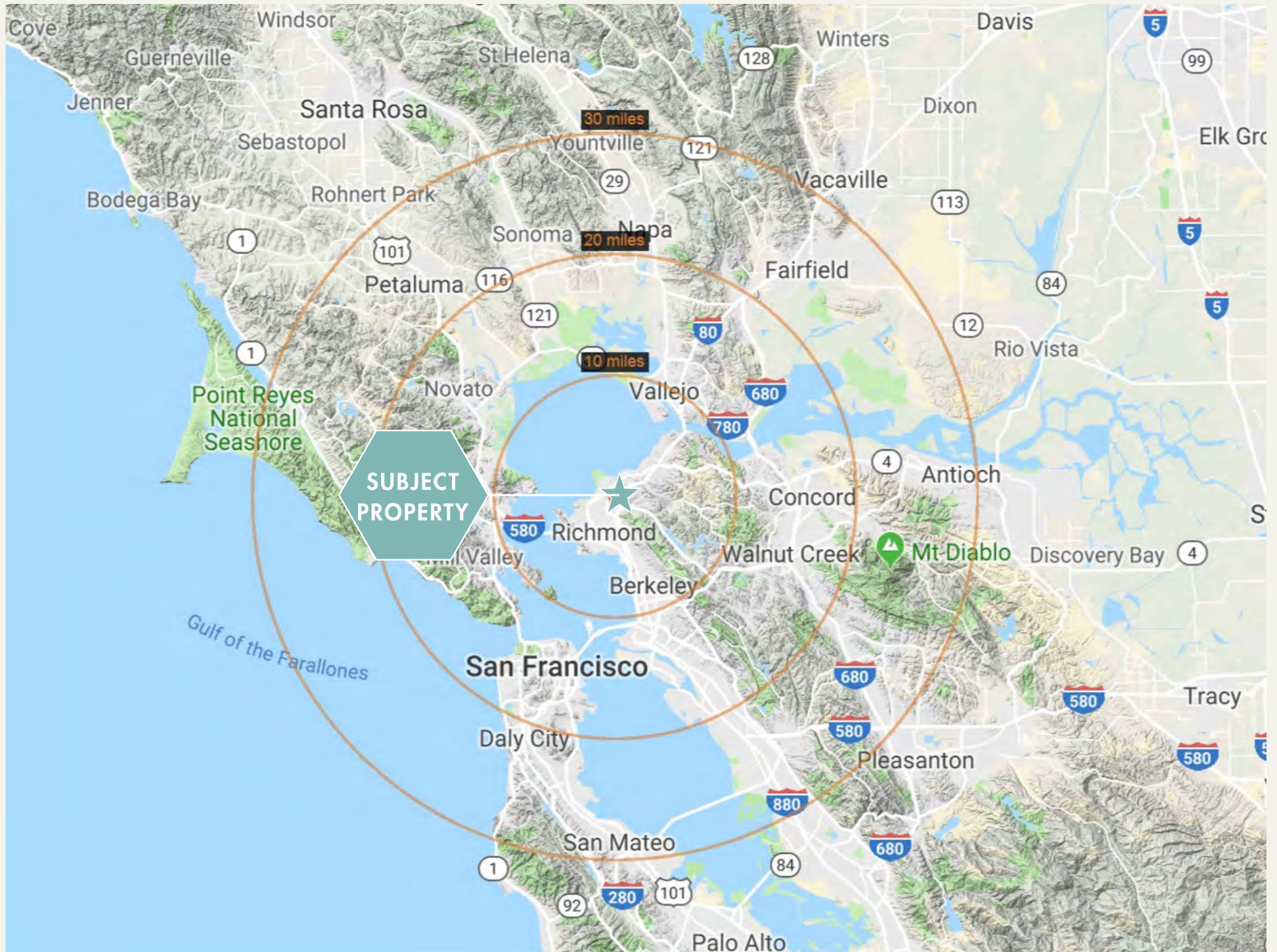
2018 Housing Units	8,338	47,663	85,169
2018 Vacant Housing Units	479 5.7%	3,019 6.3%	4,957 5.8%
2018 Occupied Housing Units	7,858 94.2%	44,643 93.7%	80,212 94.2%
2018 Owner Occupied Housing Units	3,652 43.8%	24,589 51.6%	45,662 53.6%
2018 Renter Occupied Housing Units	4,206 50.4%	20,054 42.1%	34,550 40.6%

EDUCATION

2018 Population 25 and Over	14,864	91,002	159,481
HS and Associates Degrees	8,607 57.9%	48,910 53.7%	81,105 50.9%
Bachelor's Degree or Higher	3,534 23.8%	21,546 23.7%	48,032 30.1%

PLACE OF WORK

Businesses	507	2,994	5,336
2018 Employees	6,008	30,003	57,981





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